

communications

Marketing ☐ Data ☐ Surveys ☐ Regulations ☐
 Applications ☐ Packet ☐ Carriers ☐ Alphanumeric
☐ Trunking ☐ Coordinators ☐ FCC ☐ Antenna
 Sites ☐ Encryption ☐ Marketing ☐ Data ☐ Sur-
 veys ☐ Regulations ☐ Applications ☐ Packet ☐
 Carriers ☐ Alphanumeric ☐ Trunking ☐ Coordina-
 tors ☐ FCC ☐ Antenna Sites ☐ Encryption ☐
 Marketing ☐ Data ☐ Surveys ☐ Regulations ☐
 Applications ☐ Packet ☐ Carriers ☐ Alphanumeric

1986 Editorial Index

Land mobile professionals kept up with the industry in 122 articles, profiles and columns. Here's where to find what you missed.

ASSOCIATION PERSPECTIVE

American SMR Network Association, September, p. 126.
American SMR Network Association, November, p. 160.
Associated Public-Safety Communications Officers, May, p. 194.
Associated Public-Safety Communications Officers, October, p. 98.
Cellular Telecommunications Industry Association, Cellular Reseller's Association, Telocator, February, p. 92.
Cellular Telecommunications Industry Association, August, p. 96.
National Association of Business and Educational Radio, Cellular Telecommunications Industry Association, January, p. 82.
National Association of Business and Educational Radio, Special Industrial Radio Service Association, March, p. 102.
National Association of Business and Educational Radio, American SMR Network Association, April, p. 104.
National Association of Business and

Educational Radio, American SMR Network Association, June, p. 116.
National Association of Radio and Telecommunications Engineers, December, p. 88.
Special Industrial Radio Service Association, July, p. 98.

COMPANIES

Geostar: RDSS on the Move, R. Stoddard, October, p. 73.
Kustom Electronics: Tight Controls and Teamwork, T. Sweeney, August, p. 70.
Quintron: Quintessential Quincy, T. Sweeney, March, p. 60.
Telewave: In Business for the Long Haul, Communications staff, September, p. 106.
The Calm After the Storm (Spectrum Planning), D. Ginn, April, p. 78.

FINANCE

Establishing Value for SMRs, L. Ritzel, November, p. 140.

communications

Marketing ☐ Data ☐ Surveys ☐ Regulations ☐
 Applications ☐ Packet ☐ Carriers ☐ Alphanumeric
☐ Trunking ☐ Coordinators ☐ FCC ☐ Antenna
 Sites ☐ Encryption ☐ Marketing ☐ Data ☐ Sur-
 veys ☐ Regulations ☐ Applications ☐ Packet ☐
 Carriers ☐ Alphanumeric ☐ Trunking ☐ Coordina-
 tors ☐ FCC ☐ Antenna Sites ☐ Encryption ☐
 Marketing ☐ Data ☐ Surveys ☐ Regulations ☐
 Applications ☐ Packet ☐ Carriers ☐ Alphanumeric

1986 Editorial Index

Land mobile professionals kept up with the industry in 122 articles, profiles and columns. Here's where to find what you missed.

ASSOCIATION PERSPECTIVE

American SMR Network Association, September, p. 126.
American SMR Network Association, November, p. 160.
Associated Public-Safety Communications Officers, May, p. 194.
Associated Public-Safety Communications Officers, October, p. 98.
Cellular Telecommunications Industry Association, Cellular Reseller's Association, Telocator, February, p. 92.
Cellular Telecommunications Industry Association, August, p. 96.
National Association of Business and Educational Radio, Cellular Telecommunications Industry Association, January, p. 82.
National Association of Business and Educational Radio, Special Industrial Radio Service Association, March, p. 102.
National Association of Business and Educational Radio, American SMR Network Association, April, p. 104.
National Association of Business and

Educational Radio, American SMR Network Association, June, p. 116.
National Association of Radio and Telecommunications Engineers, December, p. 88.
Special Industrial Radio Service Association, July, p. 98.

COMPANIES

Geostar: RDSS on the Move, R. Stoddard, October, p. 73.
Kustom Electronics: Tight Controls and Teamwork, T. Sweeney, August, p. 70.
Quintron: Quintessential Quincy, T. Sweeney, March, p. 60.
Telewave: In Business for the Long Haul, Communications staff, September, p. 106.
The Calm After the Storm (Spectrum Planning), D. Ginn, April, p. 78.

FINANCE

Establishing Value for SMRs, L. Ritzel, November, p. 140.

Focus on Performance, B. Deevy, March, p. 30.

The Tax Reform Act and You, A.L. Thomson, December, p. 60.

INDUSTRY RESEARCH

Cellular Dealers '86, *Communications* staff, June, p. 82.

Dealer Profile: 1986, G. Dennis, December, p. 50.

1986 User Profile, G. Dennis, October, p. 52.

RCCs Hold Steady Course in High Tide, G. Dennis, September, p. 38.

Technician Profile — 1986, G. Dennis, November, p. 68.

LEGAL

Ounce of Prevention, J.G. Buchanan III, February, p. 63.

MANAGEMENT

Computer Aided Sales Software, J.P. Harris, May, p. 90.

Finding the Right People, C. Wade, May, p. 165.

Stopping Air Time Abuse, G. Dennis, July, p. 42.

Taking the Bind out of Service Contracts, G. Dennis, November, p. 144.

The Dirty Joke Could be on You, M. Lotito, September, p. 99.

The Final Sale: Cashing In, R. Stewart, March, p. 37.

The Power of Paperwork, T. Sweeney, July, p. 26.

They Call it Vertical Real Estate, G. Dennis, February, p. 36.

Up on the Roof, T. Sweeney, February, p. 30.

MARKETS

A New Look at the Paging Business, B. Falkner, September, p. 103.

A Yen for Business, T. Sweeney, May, p. 158.

Radio in the Rackets, G. Dennis, August, p. 22.

Setting Your Sights on SMR, J.P. Harris, January, p. 34.

The Internal Sale, E. Lee Kaywork, May, p. 121.

Trunking in Public Safety, G. Dennis, August, p. 42.

Two Who Dared, G. Dennis, March, p. 20.

MARKETING

Increase Your Profits by Not Selling!, B. Falkner, April, p. 69.

Public Relations: A Key to RCC Success, R. Stoddard, September, p. 51.

PERSONNEL

How Progressive Discipline Works, H. Pardue, November, p. 78.

Send Resume in Confidence, C. Wade, July, p. 68.

The End of Employment-at-Will, R. Weatherington, July, p. 58.

The Making of an RF Engineer, G. Breed, July, p. 72.

PROFILE

Adler, Bill, September, p. 150.

Cartwright, Bill, May, p. 228.

Crosby, Mark, March, p. 122.

Dennis, Patricia, June, p. 138.

Fitch, Mike, November, p. 190.

Lewis, Rusty, October, p. 126.

Nasser, Joe Y., Jr., August, p. 130.

Niles, Clayton E., February, p. 114.

Rhoades, Terry, July, p. 126.

Stanford, Gary, April, p. 126.

Villastrigo, Judy, December, p. 114.

Wentzel, B.B., January, p. 106.

REGULATION

Channels Old, Channels New, C. Rogers, January, p. 63.

Docket Watch '86, T. Sweeney, January, p. 40.

Filling the Void, R. Stoddard and J. Lucas, May, p. 106.

Flexible Allocation: Will Land Mobile Bend, or Break?, R. Stoddard and J. Lucas, June, p. 91.

Getting Answers from the FCC, R.H. Schwaninger, August, p. 61.

Getting into Trouble with the FCC, D. Brown, September, p. 68.

Land Mobile Law and Order, T. Sweeney, January, p. 52.

Nothing to Fear But Preemption Itself, T. Sweeney, March, p. 32.

Programmables: What the Commission is After, G. Dennis, April, p. 53.

Prospecting for Frequency Gold, R.H. Schwaninger, November, p. 88.

Software Copyright: What is Protected?, T. Sweeney, May, p. 98.

Spectrum Allocation: Impact on the 80s and Beyond, R. Stoddard, October, p. 24.

The Electronic Privacy Act: Message or Method?, R. Stoddard, April, p. 58.

Toward a Consumer Radio Service, G. Dennis, May, p. 58.

Undoing Divestiture — Will Land Mobile Hear Bells?, T. Sweeney, September, p. 60.

SALES

Reducing Customer Service Headaches, J. Lucas, October, p. 69.

SHOWS

Cashing in on 10, R. Stoddard and T. Sweeney, June, p. 24.

Extending our Thanks, D. Ginn, May, p. 42.

Heading to the Bank, Through Atlanta, *Communications* staff, November, p. 28.

National Land Mobile Expo Turns 10, *Communications* staff, May, p. 32.

Participants Hit Pay Dirt, R. Stoddard, December, p. 30.

State of the Art, June, p. 48.

SYSTEMS

RF Propagation in Tunnels, G. Austin, April, p. 38.

TECHNOLOGY

Analog in a Digital World, R. Kritzman, March, p. 58.

Rethinking Coverage Contours, J. Murray, April, p. 46.

Roll Your Own Range Predictions, L.A. Gerig and J. Hennel, May, p. 129.

Susceptibility — Trouble Under the Hood?, *Communications* staff, August, p. 56.

Technology Panels Pay Off, G. Dennis, June, p. 36.

Understanding Digital Microwave, M. Weimeister, July, p. 46.

TECHNOLOGY APPLICATIONS

Bookmobile Goes Online, K. Phenix, February, p. 70.

Clearing the Way for 800, T. Sweeney, August, p. 36.

Communications for a Racing Classic, November, p. 36.



Signals

**CALL
US FOR
ANTENNAS**

1-800-258-3860



Signals

**SIGNALS
COMMUNICATIONS
CORPORATION**

P.O. Box 4833 • 1 Signals Park
Manchester, NH 03108 USA
TELEX 4949472
603 669-0600

Data Networks Enable Nationwide Paging, R. Wilson, November, p. 46.

Fast Track to Profit Potential, M. Mayer, May, p. 52.

Just Plains Old Microwave, T. Sweeney, October, p. 40.

Not for Deliveries Only, S. Lightman, July, p. 64.

Retrofitting Cellular with Microwave, K. Condello, October, p. 46.

Roll Your Own Range Predictions: Part II, L. Gerig, November, p. 120.

Service Monitor Set-ups, *Communications staff*, September, p. 78.

Some Sound Ideas on Cellular Installation, G. Dennis, September, p. 94.

Tales from the Top Side, J. Lewis, July, p. 33.

Telephone Basics for the Private Carrier, M. Weimeister, May, p. 68.

Too Many Hilltops, T. Sweeney, April, p. 30.

Towers of Strength, S. Kidwell, February, p. 42.

Vehicle Location in Public Safety, J.R. Gibbs, August, p. 30.

Waveguide Technology in Transmitter Combining, D. Horn, January, p. 46.

Well Positioned?, IV. Smith, May, p. 150.

THE INDUSTRY

An 'Available Remedy' for Trade Relief, R. Stoddard, Marcy, p. 46.

Building a Service Library, G. Dennis, May, p. 124.

Catching Up with the Innovators, K. Poli, December, p. 70.

Cellular Success: Capturing Some Reserve Spectrum, R.L. Royalty, May, p. 170.

Focus on '86, T. Sweeney, January, p. 28.

Keeping Pace with Changes, T. Kerver, June, p. 43.

1985 Editorial Index, D. Ginn, January, p. 59.

Planning for Profit, G. Dennis, December, p. 46.

Returns from Technology, K. Poli, December, p. 38.

SMR: The Open Field for Applications, C.M. Parrish, November, p. 56.

SMR Networks: Evolution in Service, R. Somers, November, p. 108.

The Changing Plays in Distribution, B. Cartwright, November, p. 134.

Up, Up and Away?, T. Kerver, September, p. 32.

Where are They Now?, May, p. 146.

Whither the Crystal Business?, G. Dennis, February, p. 56. □

